

Dated: 23 November, 2022

## Designation

Manager: New Business Development and B2B Sales  
Work Location: Delhi/NCR

### Principal duties and responsibilities:

- Actively approach targeted corporate clients (office visit, telephone, email, social networks, events, etc.)
- Identify new corporate client leads through regular visit.
- Area mapping, cold calling, prospecting.
- Manage and develop relationships with existing corporate customers.
- Ensure time bound deal finalization with corporate clients.
- Actively approach various PSU's in Delhi/NCR for corporate training mandate.
- Achieve sales target through acquisition of new clients and growing business from existing clients

### Knowledge and skill requirements:

- Experience in selling into corporates.
- Ability to make inroads into new accounts and territories.
- Ability in selling into colleges and universities.

### Requirements:

- MBA/PGDM with minimum 6 years of experience in corporate sales.
- Prior experience in B2B sales is must.
- Excellent communication skill.
- Demonstrated ability to maintain high level of enthusiasm and motivation.
- Candidate with exposure and work experience in Edtech companies offering new age and futuristic programs will be preferred.
- Proficiency in MS office and CRM tools.

Interested candidates should send their resume to [careers@imtcsl.ac.in](mailto:careers@imtcsl.ac.in)